

AUSTRIAN POST Investor Presentation Results FY 2025



April 2026



bank 99 yellow

Postfiliale 1034

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1034 Wien
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Öffnungszeiten
Mittwoch - Freitag 8:00 - 18:00
SB-Zone 0:00 - 24:00

Mehr Service unter einem Dach:



bank 99

yellow





1. Overview and Highlights



2. Trends in our 4 strategic dimensions
 - 1 Post & beyond in Austria
 - 2 International E-commerce
 - 3 One Group – operationally excellent
 - Sustainability, Customer & Culture
3. Group Results 2025
4. Outlook 2026

AUSTRIAN POST AT A GLANCE



Mail

- Letter Mail
- Direct Mail
- Newspapers & Magazines

Revenue:
EUR 1,155m



Parcel & Logistics

- Parcels & Express
- Fulfilment & Cash Transport
- E-Commerce Services

Revenue:
EUR 1,720m



Retail & Bank

- Branch & Financial Services
- Customer Services

Revenue:
EUR 184m



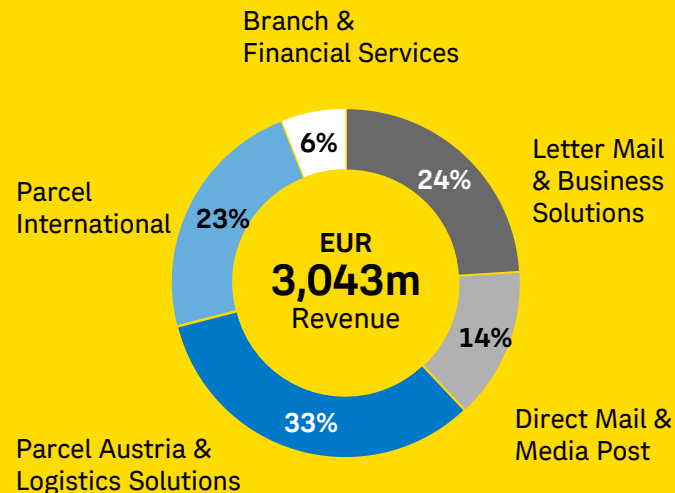
Group

Revenue: EUR 3,043m

EBITDA: EUR 413m

EBIT: EUR 197m

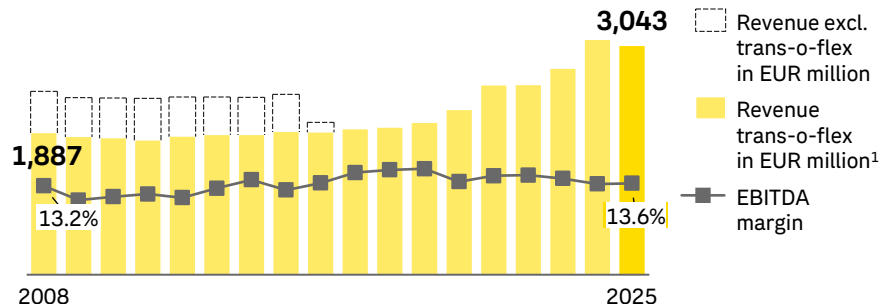
Revenue mix in 2025



SUCCESSFUL CAPITAL MARKET POSITIONING



1 Predictable Business Model

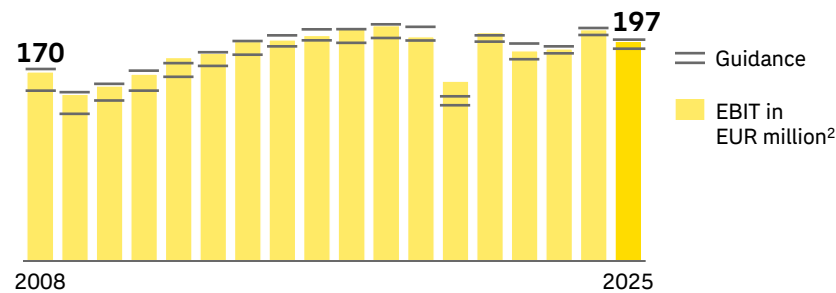


2008

2025

¹ 2014: Adjusted reporting of revenue

2 Reliability ("Promise & Deliver")

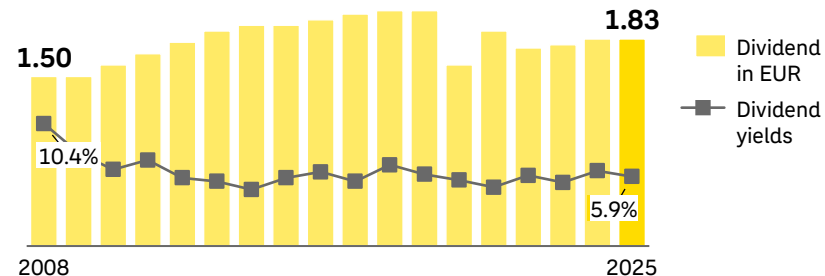


2008

2025

² 2015: EBIT adjusted for special effects

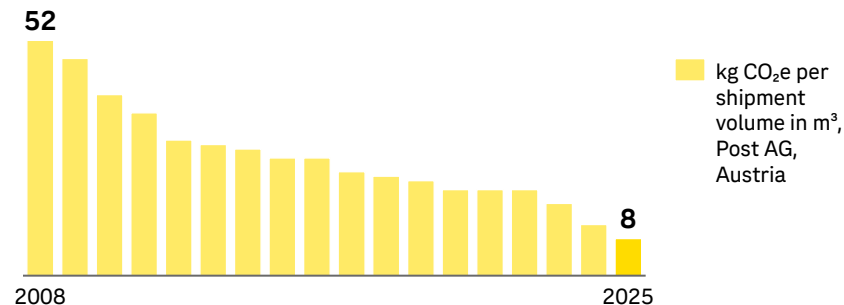
3 Attractive dividend policy



2008

2025

4 Decarbonisation of logistics



2008

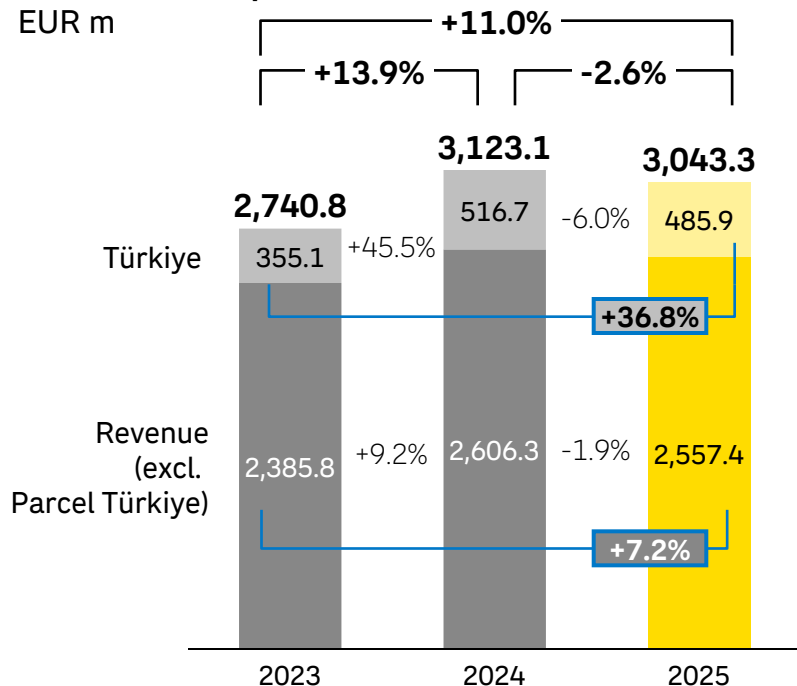
2025

REVENUE AND EARNINGS BELOW PRIOR-YEAR LEVEL BUT ABOVE 2023



Revenue development

EUR m



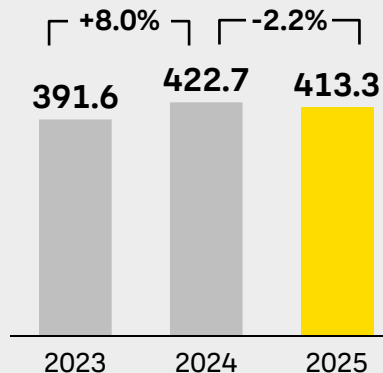
Revenue comparison impacted by elections/currency

Significant special effects in 2024:

- Revenue from elections at the amount of EUR 40m in 2024
- Türkiye: revenue impacted by inflation and the exchange rate (positive effect in 2024 of approx. EUR 80m)

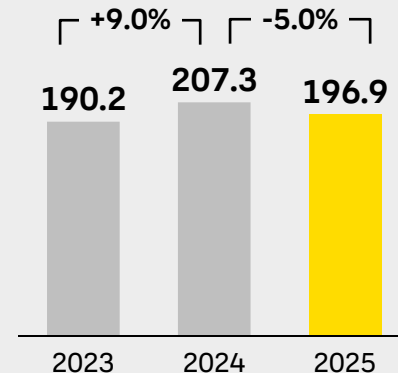
EBITDA

(EUR m)



EBIT

(EUR m)

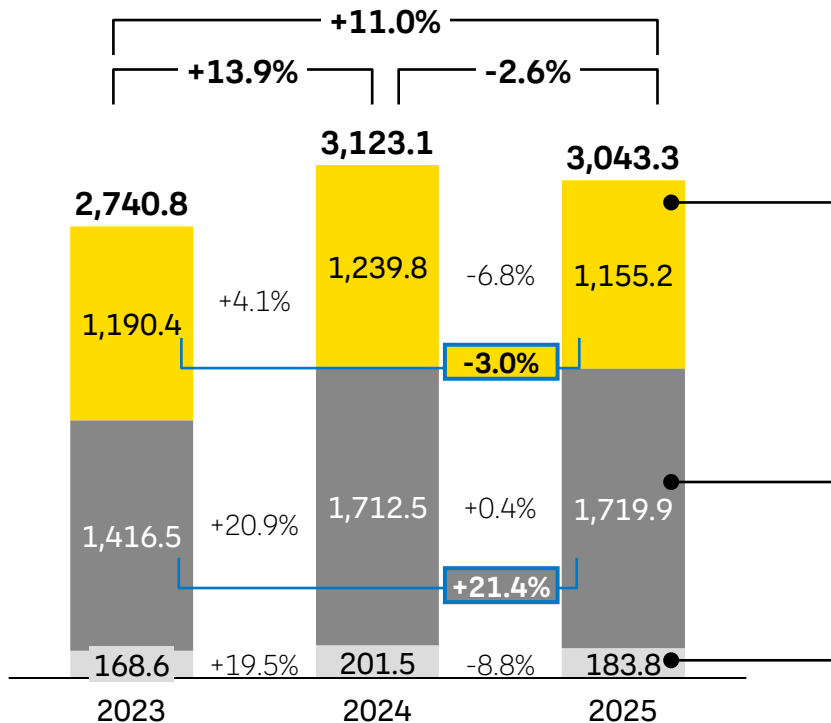


REVENUE SLIGHTLY BELOW 2024 BUT 11% ABOVE 2023



Revenue development

EUR m



Mail

- 2025 revenue 6.8% below previous year and 3.0% below 2023
- Positive special effects due to the 2024 election year of EUR 40m for letter and direct mail items

Parcel & Logistics

- Revenue in 2025 up by 0.4% (+1.2% before the reporting change for Logistics Solutions) and +21.4% vs. 2023
- Parcel Austria: +5.8% in 2025 (+21.9% vs. 2023); Q4 up 7.2%
- Parcel Türkiye+: -6.0% in 2025 (+36.8% vs. 2023)
2024: impacted by positive currency effects of about EUR 80m
- Parcel CEE/SEE: -0.9% in 2025 (+6.8% vs. 2023); improvement in Q4 (+7.5%)

Retail & Bank

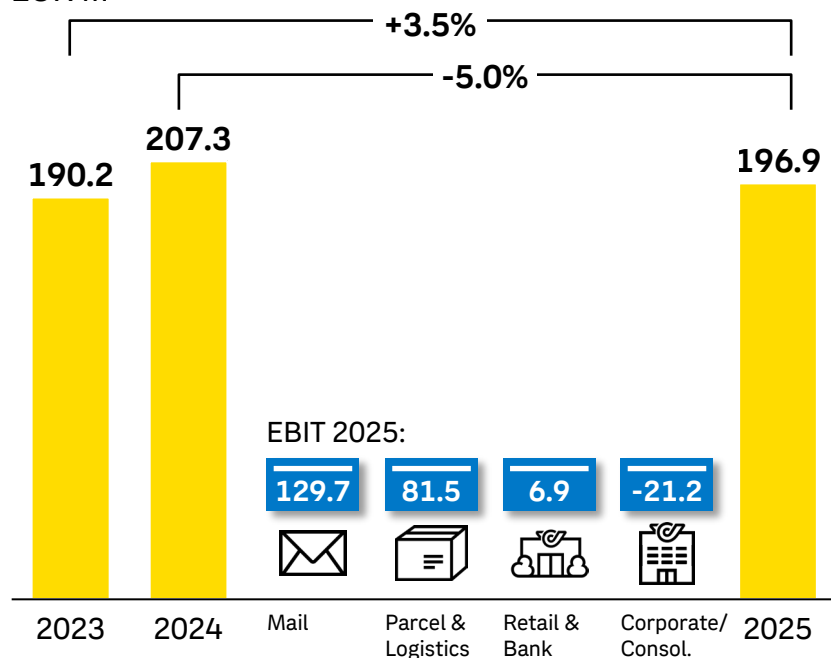
- Revenue in 2025 decreased by 8.8% (+9.0% vs. 2023)
- Decline in Financial Services due to low interest rates

SOLID EARNINGS OF EUR 197 MILLION IN 2025



EBIT development

EUR m



Mail

- Decline in volume and positive special effects in 2024 have a negative impact compared with the previous year's earnings
- EBIT of EUR 129.7m (vs. EUR 159.1m in 2024)

Parcel & Logistics

- Earnings increase in Austria due to higher volumes and prices
- Intense competition led to reduced profitability in Türkiye and CEE/SEE
- EBIT of EUR 81.5m (vs. EUR 103.3m in 2024)

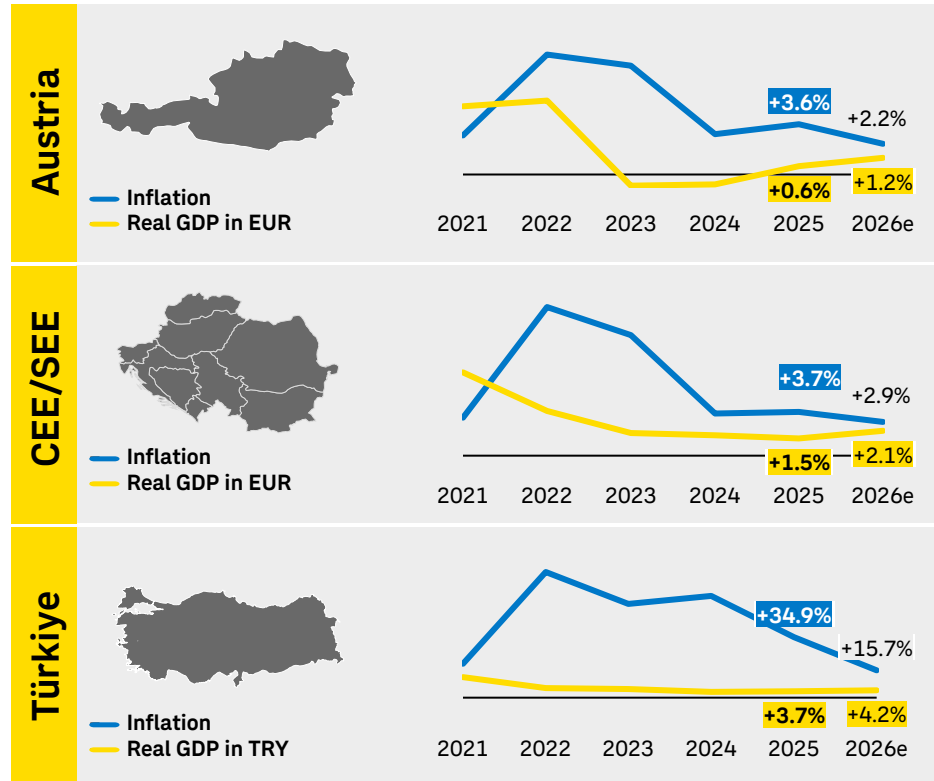
Retail & Bank

- Solid earnings development related to the positive contribution of the branch network and turnaround of bank99
- EBIT of EUR 6.9m in 2025 (vs. minus EUR 11.8m in 2024)

Corporate

- Earnings improvement due to cost savings and the sale of properties not essential for operations as well as the discontinuation of negative effects in the previous year

DIFFICULT ECONOMIC ENVIRONMENT – IMPROVED ECONOMIC OUTLOOK



Quelle: Statistics Austria, Austrian National Bank, WIFO, IMF, Central Bank of the Republic of Türkiye, Turkish Statistical Institute



Letter and direct mail business under pressure

- Cost pressure and digitisation by important customer groups (both public and private sector)
- Cautious investment climate with low advertising spending by companies
- Need for regulatory adjustments in Austria

Impact of Middle East crisis hard to predict



Structurally growing parcel business faces strong competition

- Changed consumer behaviour/purchasing power
- Market concentration of large e-commerce players (market dominance, insourcing ambitions)
- Uncertainties due to tariff restrictions



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- >** Sustainability, Customer & Culture

3. Group Results 2025

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VISION 2030: LEADING LOGISTICS & SERVICES GROUP REACHING MORE THAN 150M PEOPLE IN AUSTRIA, CEE, TR & BEYOND

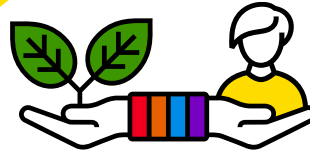


1



POST & BEYOND IN AUSTRIA

Leading provider of key services – post, bank, telco & more



SUSTAINABILITY, CUSTOMER & CULTURE
Sustainability-oriented, customer-driven, and people-focused company

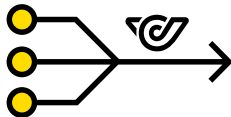
2



INTERNATIONAL E-COMMERCE

Leading e-commerce partner in Austria, CEE, Türkiye & beyond to reach more than 150m people

3



ONE GROUP – OPERATIONALLY EXCELLENT

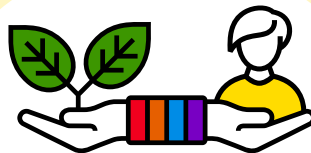
Efficiency- and technology-focused integrated group

TRANSFORMATION OF THE POSTAL SERVICE PROCEEDS AT HIGH SPEED



1 POST & BEYOND IN AUSTRIA

- **Mail**: Price and product adjustments as well as regulatory reforms
- **bank99** with expansion of its range of services
- **YELLOW** mobile phone offer: start in Q2 2026
- **3,000 postal points**



- 6,360 **e-vehicles**
- Group-wide **customer and quality focus**
 - Rollout of **corporate culture**

INTERNATIONAL E-COMMERCE 2

- **Expansion steps** in CEE/SEE and Türkiye+
- **Recent acquisition** in Bulgaria (euShipments.com)
- Expansion of **out-of-home locations**
- Expansion of **direct-to-locker**

ONE GROUP –

3

- Next step in logistics: Start of **Operations 2030** in Austria
- **Network expansions** in Salzburg, Budapest and Istanbul
- **International sales initiatives and use of AI**

OPERATIONALLY EXCELLENT



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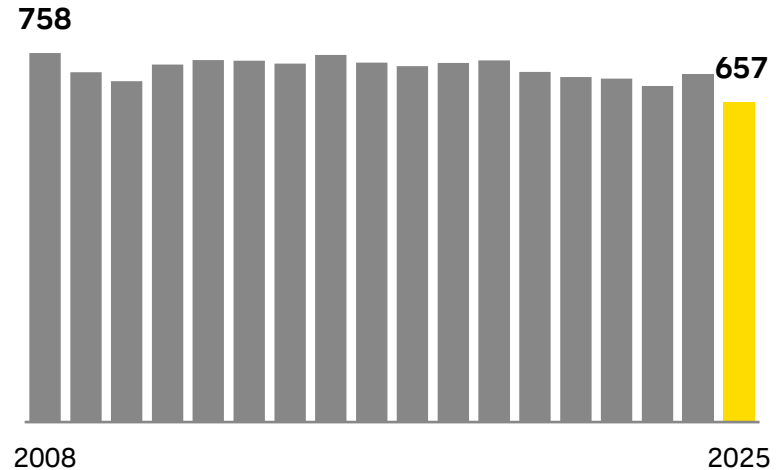
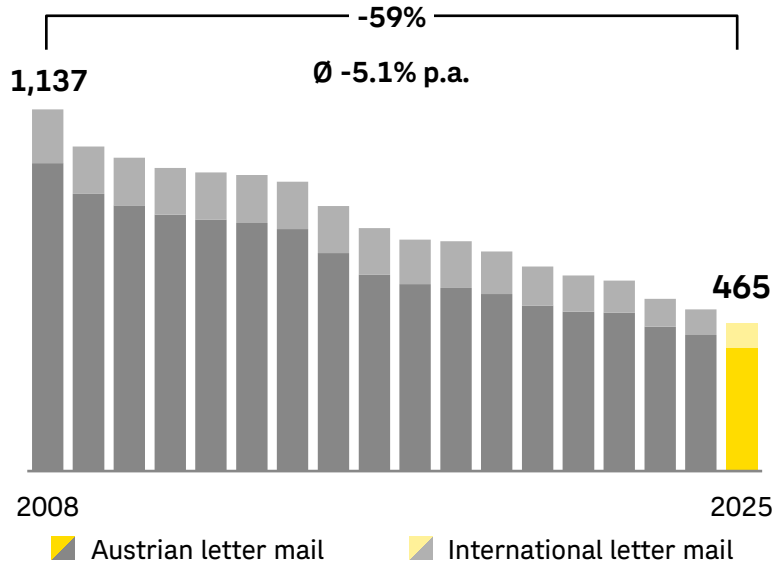
4. Outlook 2026

1 LETTER MAIL

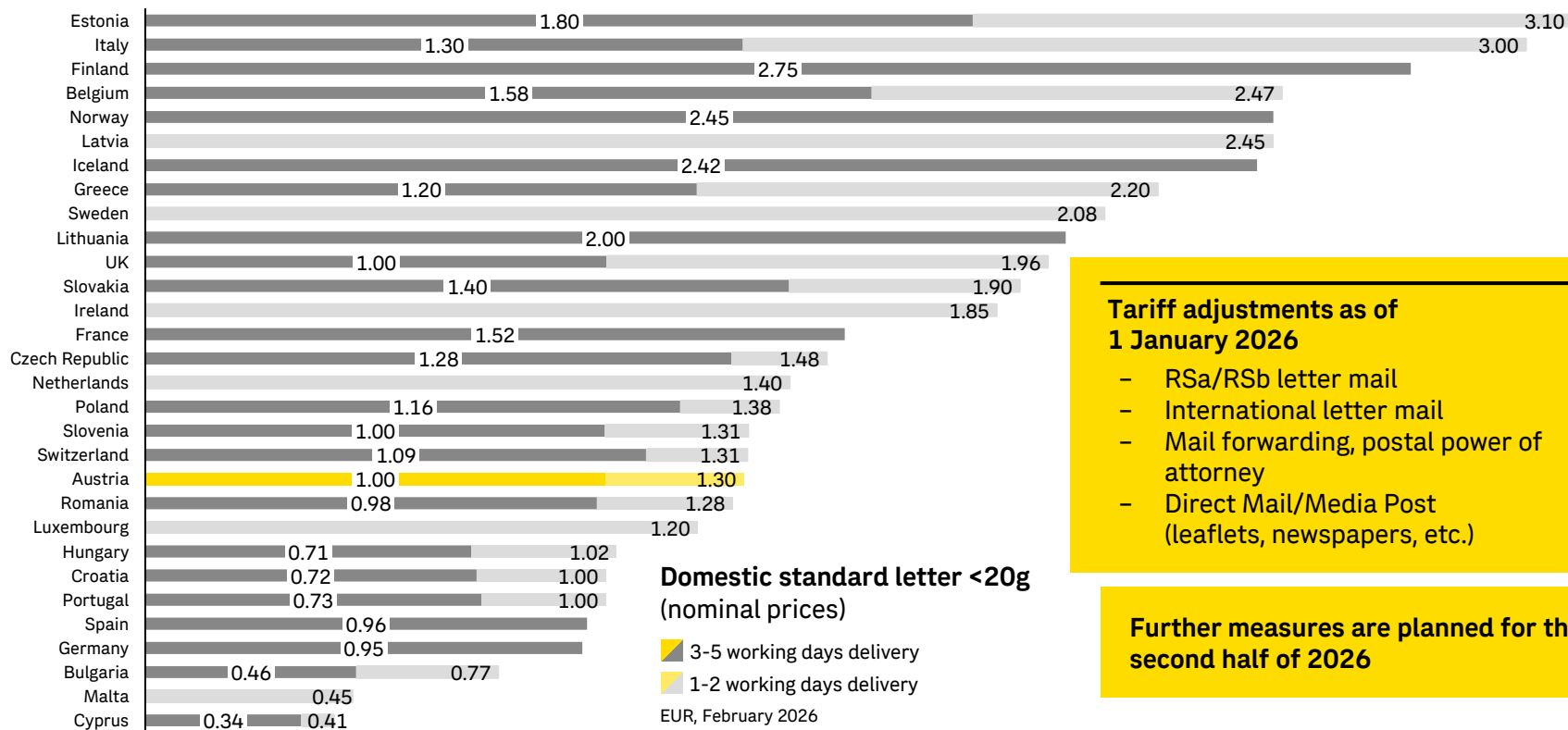


Austrian and International Letter Mail volumes
millions of shipments

Revenue
EUR m



1 POSTAL RATES: AUSTRIA IN THE LOWER THIRD OF EUROPE



Tariff adjustments as of 1 January 2026

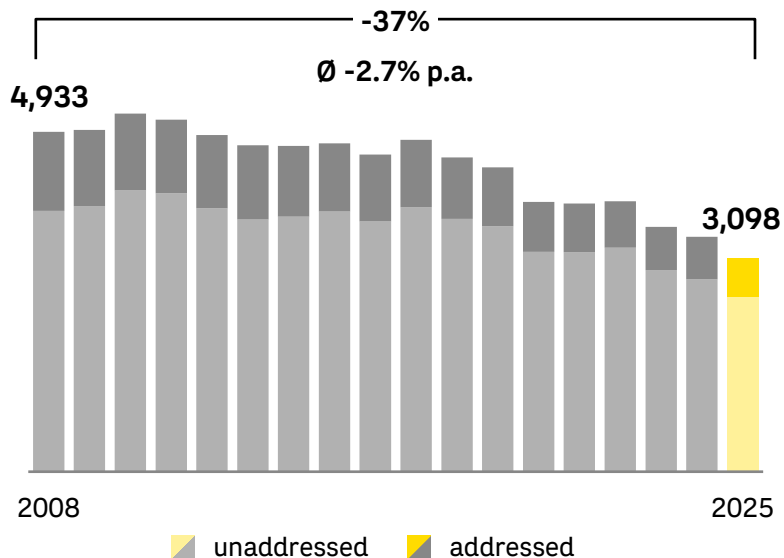
- RSa/RSb letter mail
- International letter mail
- Mail forwarding, postal power of attorney
- Direct Mail/Media Post (leaflets, newspapers, etc.)

Further measures are planned for the second half of 2026

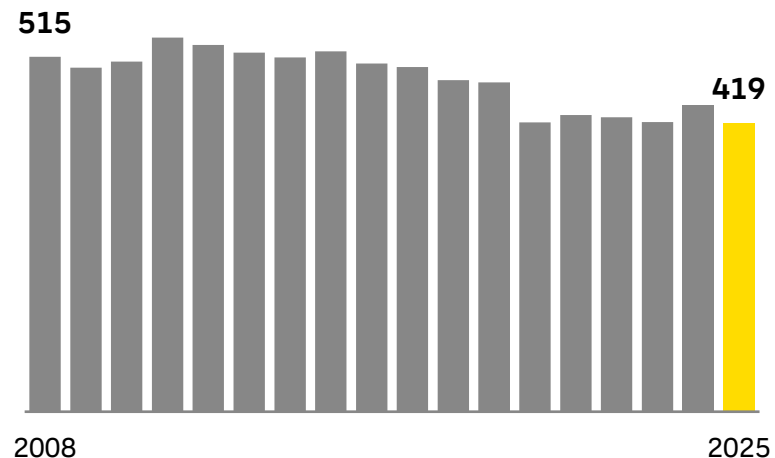
1 DIRECT MAIL/MEDIA POST IN AUSTRIA



Direct Mail/Media Post volumes
millions of shipments



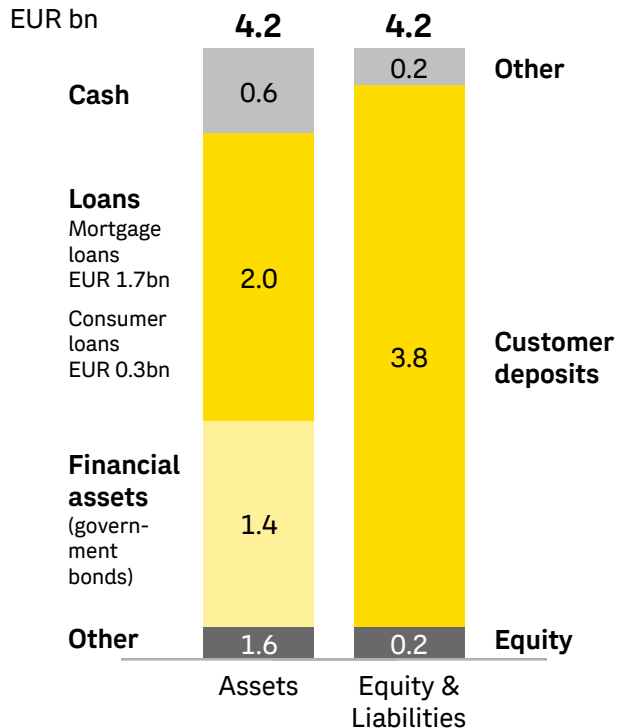
Revenue
EUR m



1 POSITIVE DEVELOPMENT OF BANK99

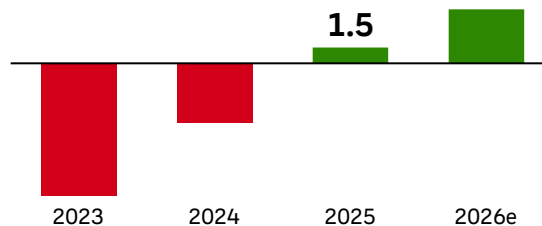


bank99 balance sheet total as at 31.12.2025



Break-even reached after 5 years

Bank99 earnings in IFRS (EUR m)



bank99 placed its first Preferred Senior Bond

- Debut capital markets placement
- Volume of **EUR 85m**
- Bond 2.2 times oversubscribed
- Current Moody's issuer rating of Baa2, stable outlook



Priorities in 2026

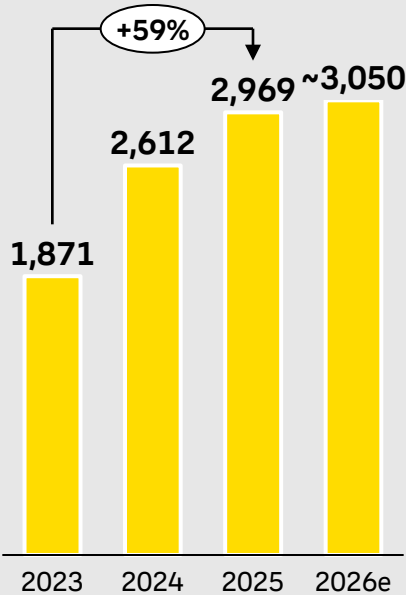
- Further expansion of distribution channels
- Completion of the securities offering in H2 2026 featuring shares and ETFs
- Development of the product portfolio for SMEs in H2 2026
- Clear focus on cost discipline and efficiency

1 24/7 SELF-SERVICE SOLUTIONS INCREASINGLY POPULAR IN AUSTRIA



Successful network rollout through expansion of postal points

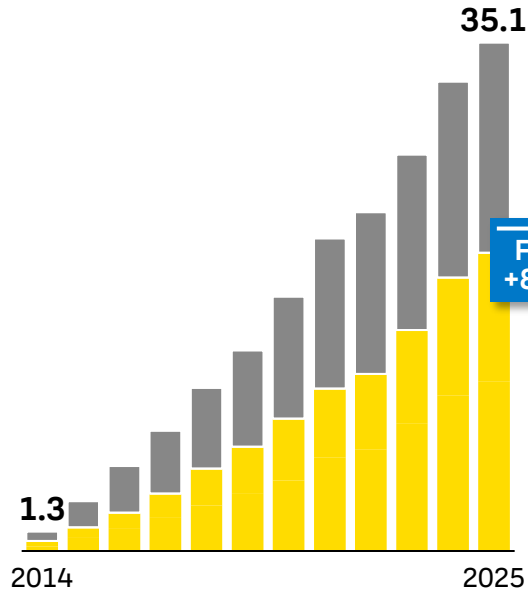
(Branches, postal partners, post stations)



Extensive use by customers

(millions of items)

- First Mile (send, return)
- Last Mile (receive)



1 THE NEW MOBILE PHONE OFFER STARTING 01.04.2026



Mobile network code
0693

YELLO sales network



347 post offices (additional service experts in selected branch offices)



1,339 postal partners including **100 YELLO sales partners**

YELLO offering

Mobile phone rates

Internet rates

Hardware

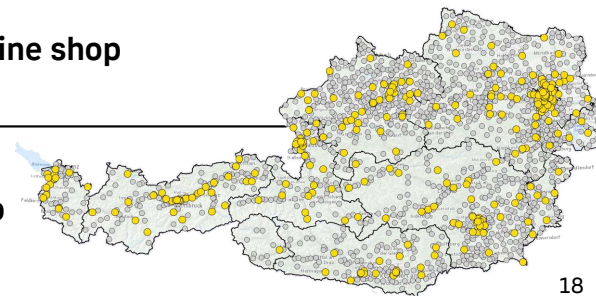
Additional packages



Online shop



App





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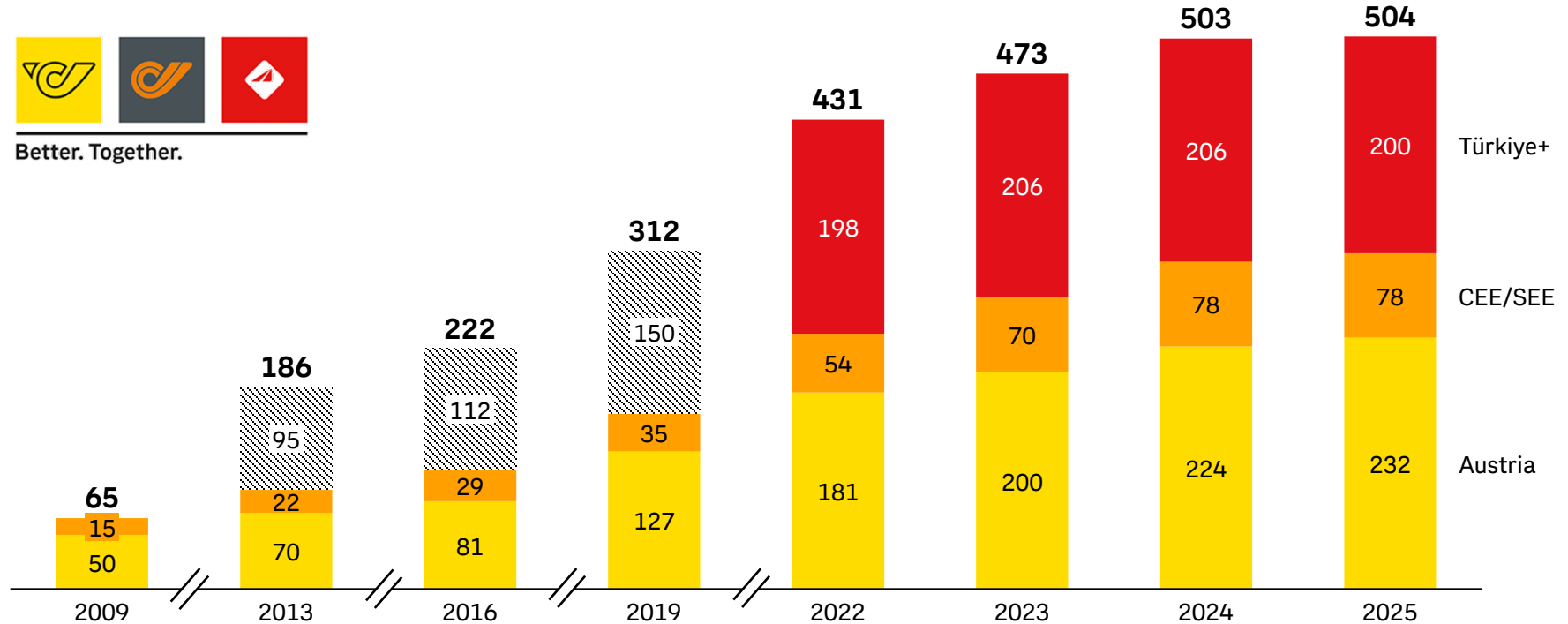
4. Outlook 2026

2 MORE THAN 500M PARCELS DELIVERED BY THE POST GROUP IN 2025

Million items



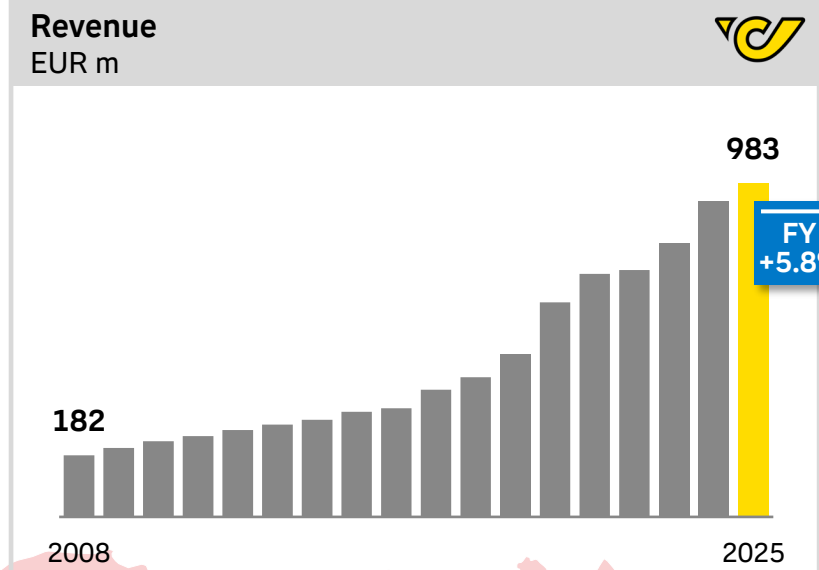
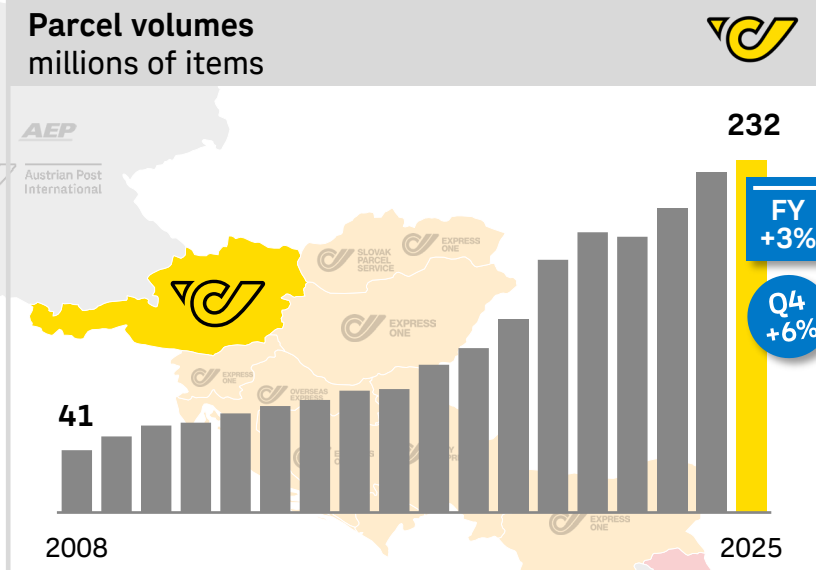
Better. Together.



Total volume including intercompany consolidation

INVESTOR PRESENTATION Austrian Post, Investor Relations

2 PARCEL AUSTRIA CONTINUES TO GROW

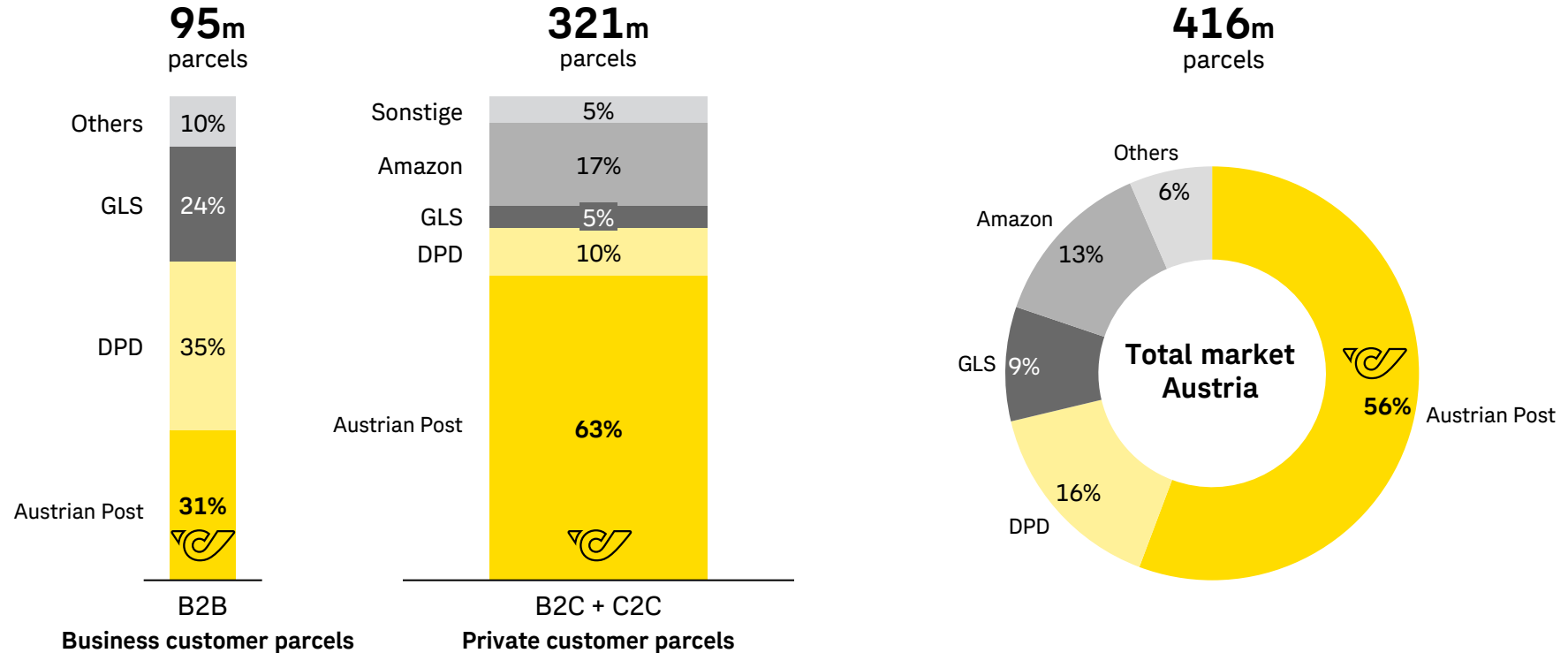


- Continued solid parcel growth of 3% in 2025 (Q4: +6%)
- Positive volume development due to major e-commerce players
- Transition to a functional sales structure
- New customers (Ringana, Shop Apotheke)

2 AUSTRIAN POST REMAINS THE QUALITY AND MARKET LEADER



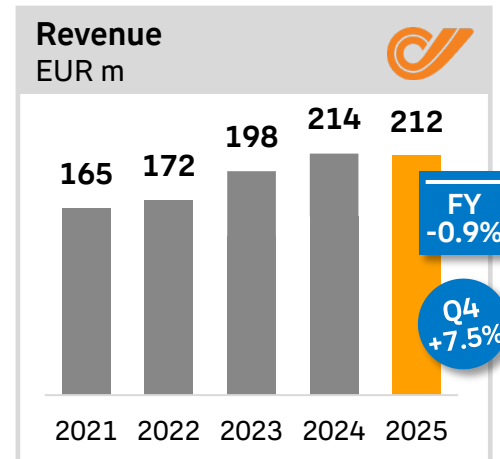
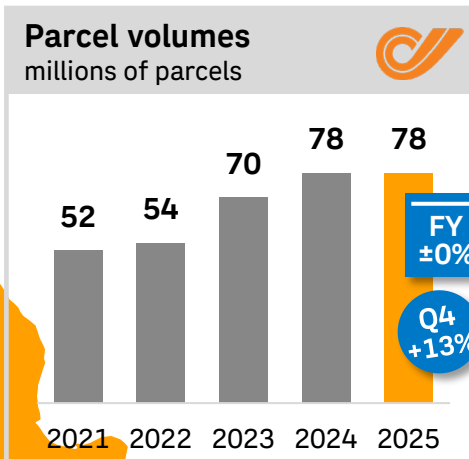
Market shares by volume



Source: BRANCHENRADAR.com Marktanalyse GmbH, February 2026

INVESTOR PRESENTATION Austrian Post, Investor Relations

2 CEE/SEE: SOLID PARCEL VOLUME GROWTH IN Q4



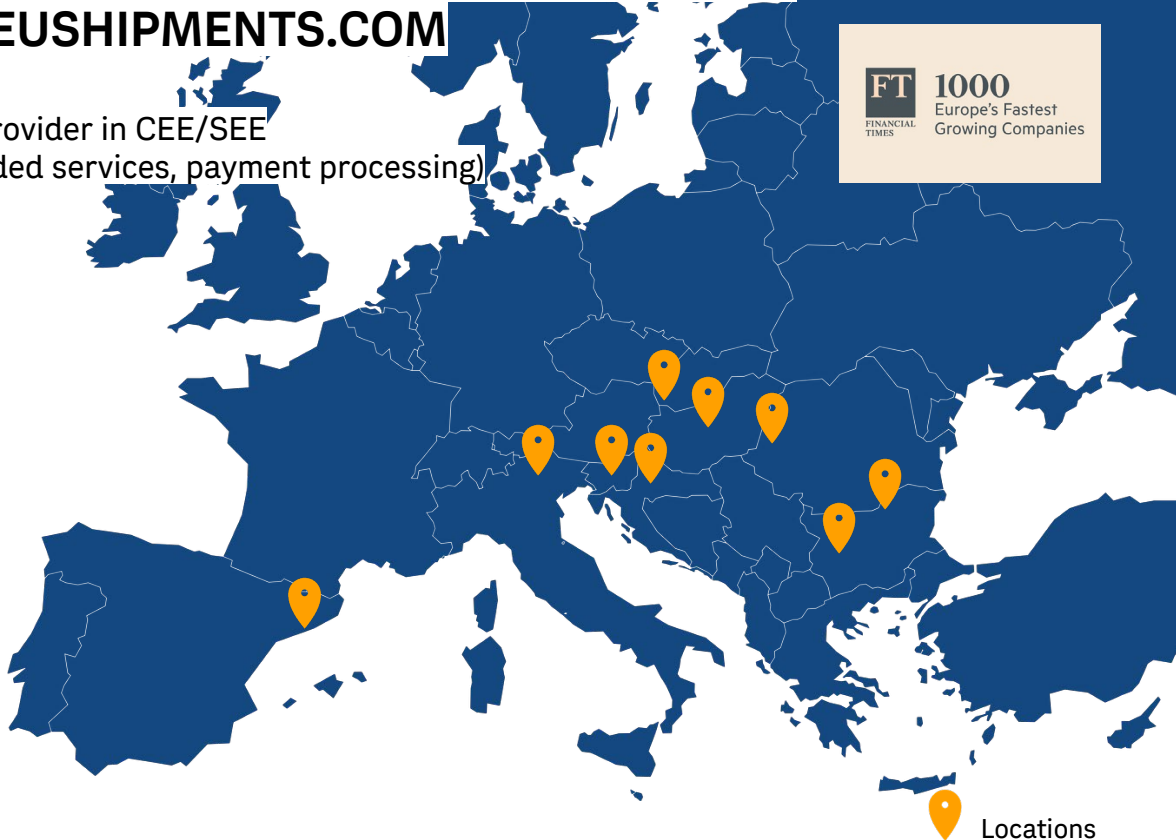
- Stable volumes in 2025 after the H1 2024 parcel boom from Asia
- Excellent parcel growth of +13% in Q4 2025
- Acquisition of euShipments.com in Bulgaria/Romania (Closing on 6/3/2026)

2 AUSTRIAN POST ACQUIRES A 70% STAKE IN THE BULGARIAN E-COMMERCE PROVIDER EUSHIPMENTS.COM



1000
Europe's Fastest
Growing Companies

- Leading integrated e-commerce service provider in CEE/SEE (E-fulfilment, transport services, value added services, payment processing)
- 400+ employees
- EUR 50m+ revenue in 2025
- 16+ million parcels per year
- 1,300+ customers



euShipments.com

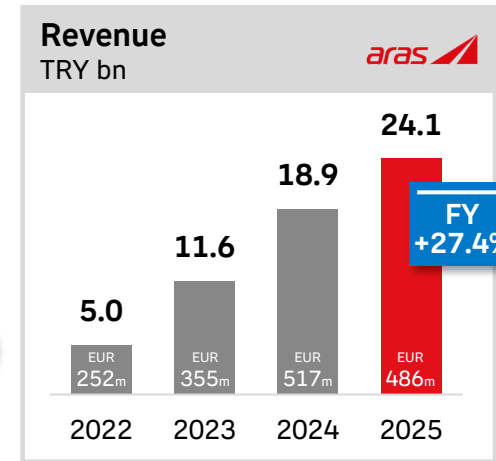
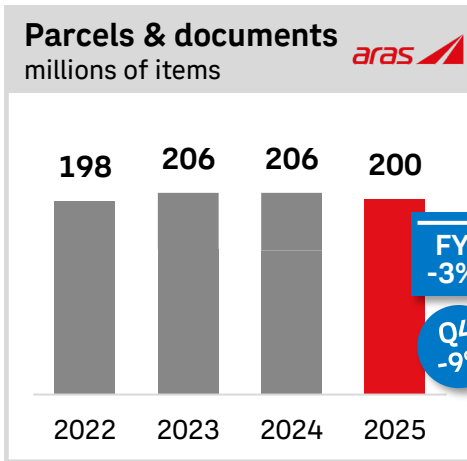
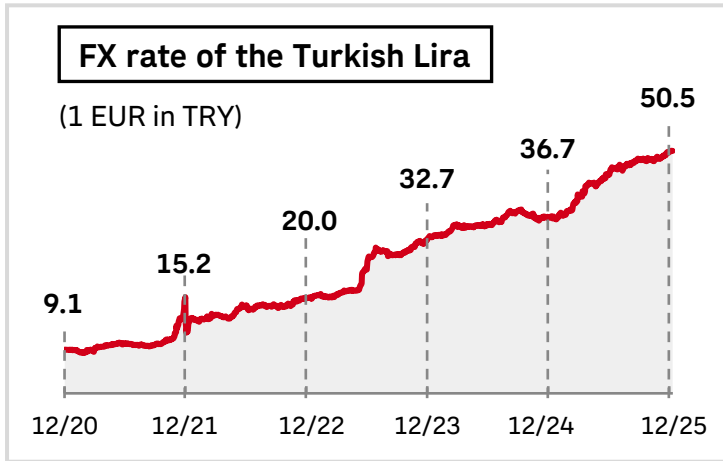
INVESTOR PRESENTATION Austrian Post, Investor Relations

Locations

2 TÜRKIYE+: FOCUS ON NEW CUSTOMERS AND EXPANSION



- Revenue impacted by inflation and the currency exchange rate; when comparing with the previous year, there was a special FX-related impact of EUR 80m in 2024
- Revenue in 2025 up by 27% to TRY 24bn (-6.0% to EUR 486m)
- Capacity reduction due to an IT infrastructure incident in Q4
- Expansion to Azerbaijan as well as to Georgia and Uzbekistan with Turkish e-commerce shippers



2 TÜRKIYE+: STRATEGIC INITIATIVES



Growth



- Expansion of OOH network (parcel shops and lockers)
- Internationalisation (Azerbaijan, Georgia, Uzbekistan, Export CEE+)

Quality



- Improvement in delivery quality/reliability
- Roll-out of new, modern branding
- Renewal of branch infrastructure and fleet

Efficiency

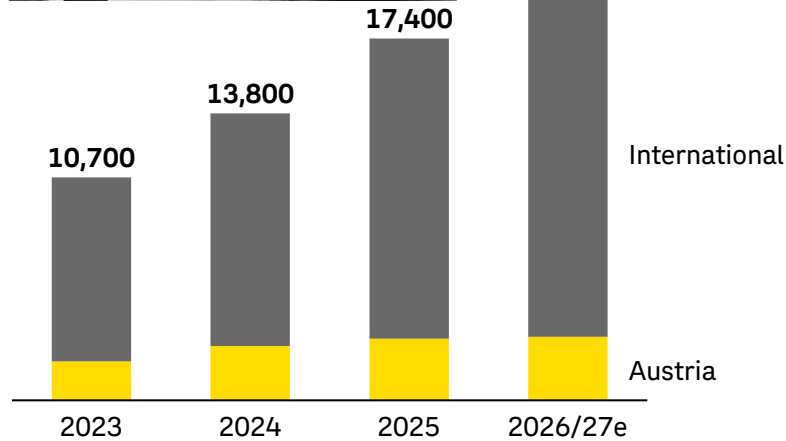


- Expansion and automation of hub network
- Updating of operational software systems
- Optimisation of last mile

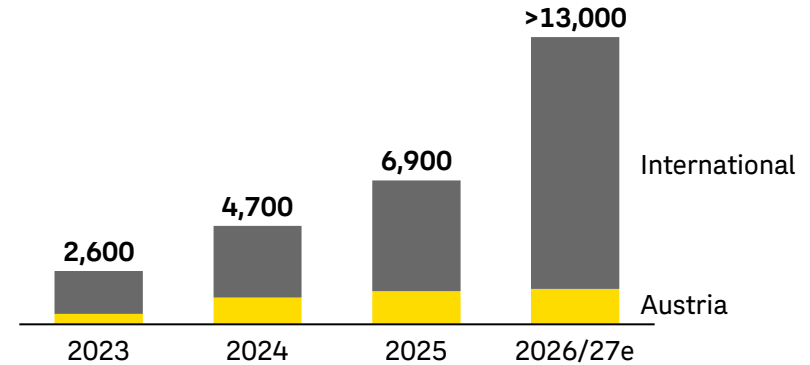
2 STRONG GROWTH OF OUT-OF-HOME NETWORK



Out-of-home points Number of locations

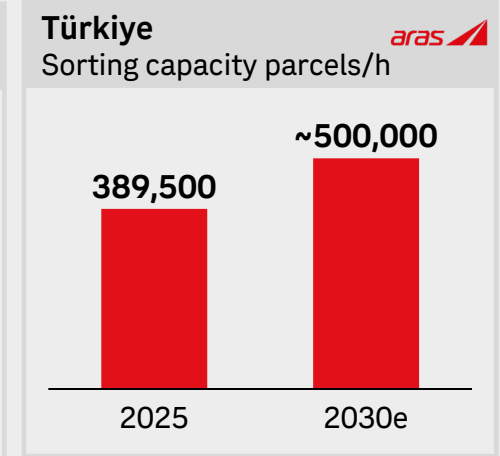
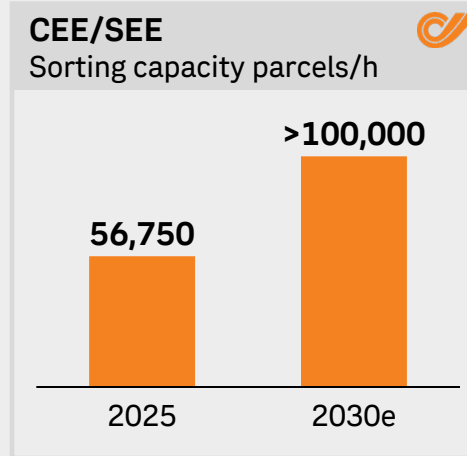
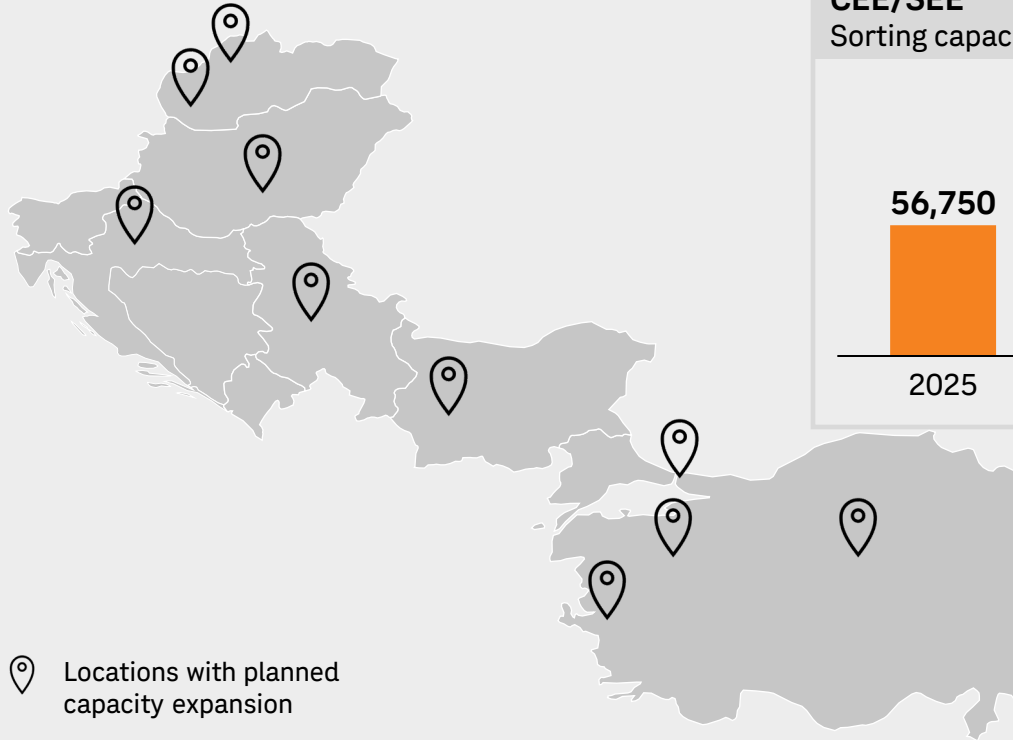


of which postal stations/parcel machines¹ Number of locations¹



¹ Own and external locations

2 LOGISTICS IN CEE/SEE AND TÜRKIYE: EXPANSION OF SORTING CAPACITY



- Hungary: Go-live Budapest in H2 2026
- Slovakia: New logistics concept including construction of new logistics centre in Žilina
- Türkiye: Infrastructure expansion (focus on Istanbul, Ankara, Bursa & Izmir)



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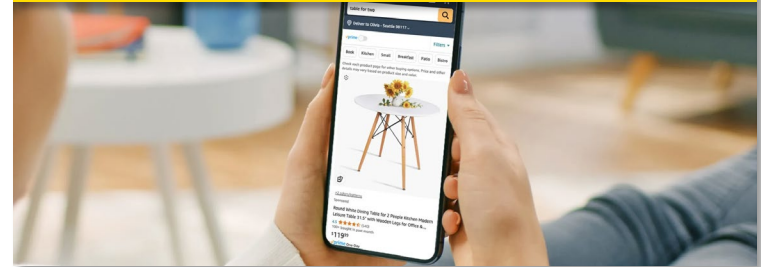
3 CONTINUOUS IMPROVEMENTS ALONG THE LOGISTICS CHAIN



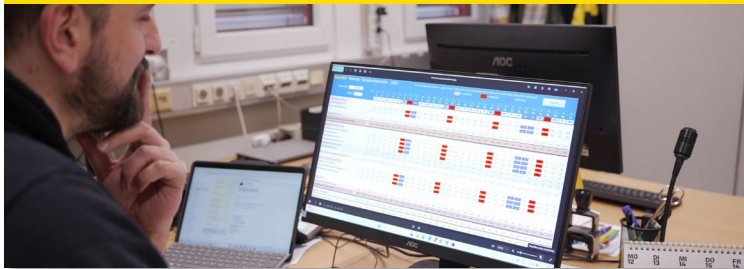
Direct-to-locker tours



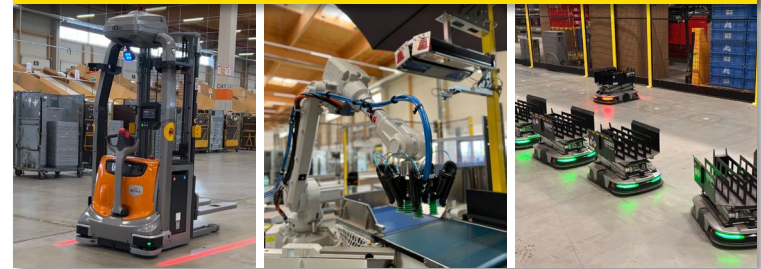
End-to-end acceleration



Intensified capacity optimisation



Automation & robotics





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SUSTAINABILITY MASTER PLAN 2030



Strategic Focus Areas

Environment

- 1 Decarbonisation of logistics
- 2 Decarbonisation of infrastructure
- 3 Resource-efficient processes
- 4 Circular Economy

Social

- 5 Corporate & work culture
- 6 Integrated diversity management
- 7 Occupational health & safety
- 8 Fair working conditions

Governance

- 9 Sustainable governance & compliance
- 10 Sustainable procurement
- 11 Digital responsibility
- 12 Customer & stakeholder value

Status 2025

Already 60% CO₂-free
delivery in Austria

20 MWp photovoltaic systems

6,360 electric vehicles

Women in leadership positions: 36.2%

No fatal work-related accidents

Gender Pay Gap: 3.2%

Procurement: Group-wide certification

Group-wide supply chain management

Group-wide measurement of
customer satisfaction

LARGEST ELECTRIC FLEET IN AUSTRIA: ALMOST 6,000 ELECTRIC VEHICLES

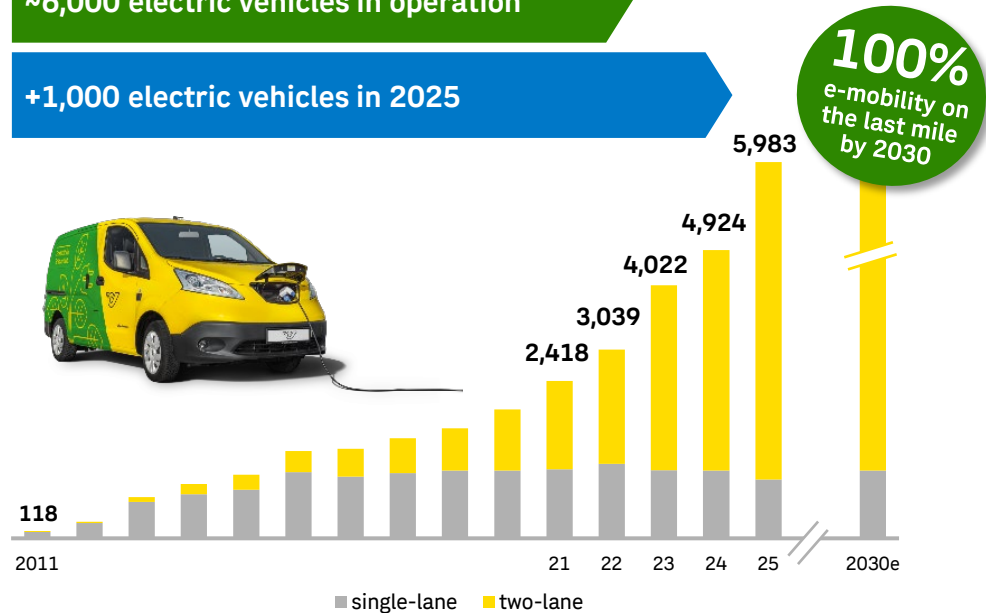


E-vehicle fleet ramp-up curve

Number of vehicles in operation at Post AG

~6,000 electric vehicles in operation

+1,000 electric vehicles in 2025



AUSTRIAN POST GROUP – ON THE ROAD TO PARIS

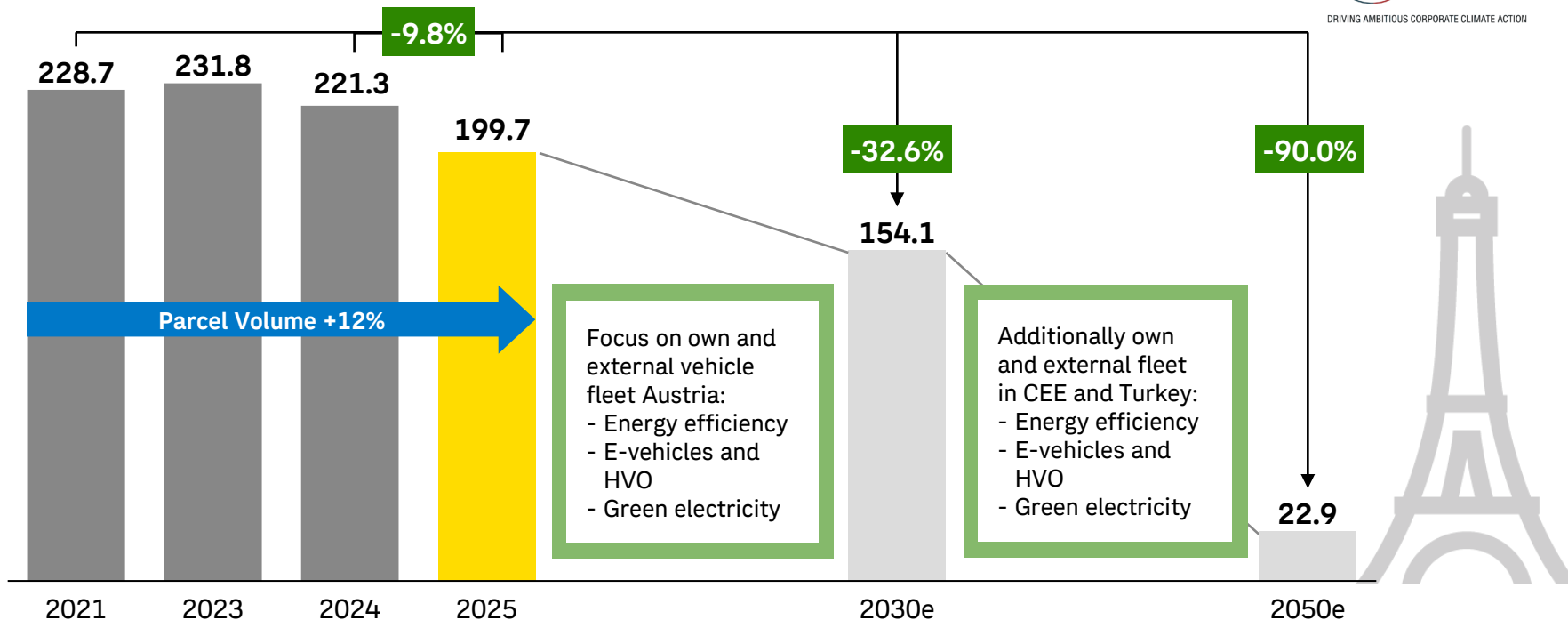


Logistics-related Decarbonisation plan Austrian Post Group

Scope 1-3, thousand tonnes



DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

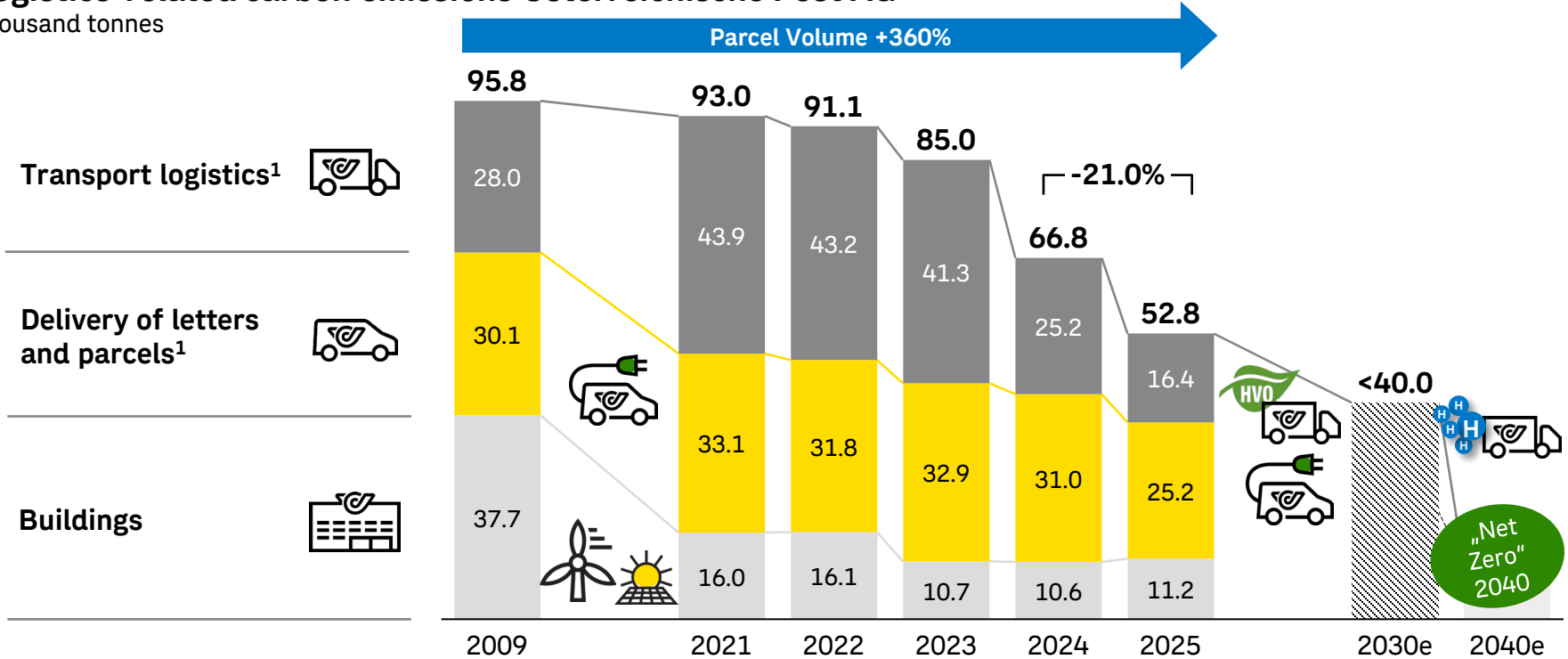


DECARBONISATION – ROADMAP AUSTRIA



Logistics-related carbon emissions Österreichische Post AG

thousand tonnes



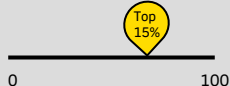
AUSTRIAN POST'S ESG RATINGS CONSISTENTLY AT A HIGH LEVEL



Ecovadis
Score: **76/100**

Last Update: 11/2025

<https://recognition.ecovadis.com/RJ5P1nlAqUKYfoSOh4TMRw>



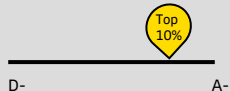
Sustainalytics
Score: **15,6 (low risk)**

Last Update: 02/2026



ISS ESG
Score: **C+, Prime**

Last Update: 04/2025



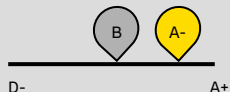
S&P Global CSA
Score: **53/100**

Last Update: 08/2025



CDP
Score: **A-; A-List Supplier Engagement Leader**

Last Update: 12/2025



Index Member 2025/26
of VÖNIXX Nachhaltigkeitsindex

Sustainability benchmark for the Austrian stock market (Vienna Stock Exchange). Detailed information on the measurement: <https://voenix.at/>

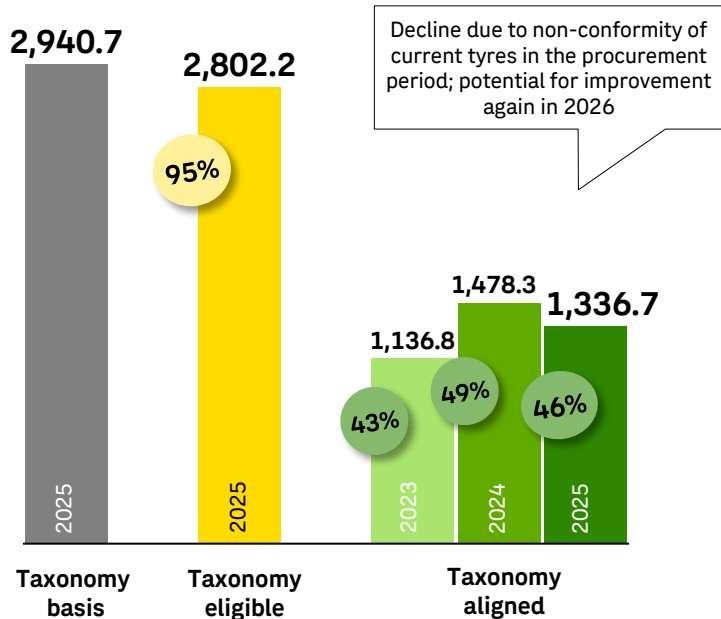
Score/Ranking Austrian Post

∅ Score Peers

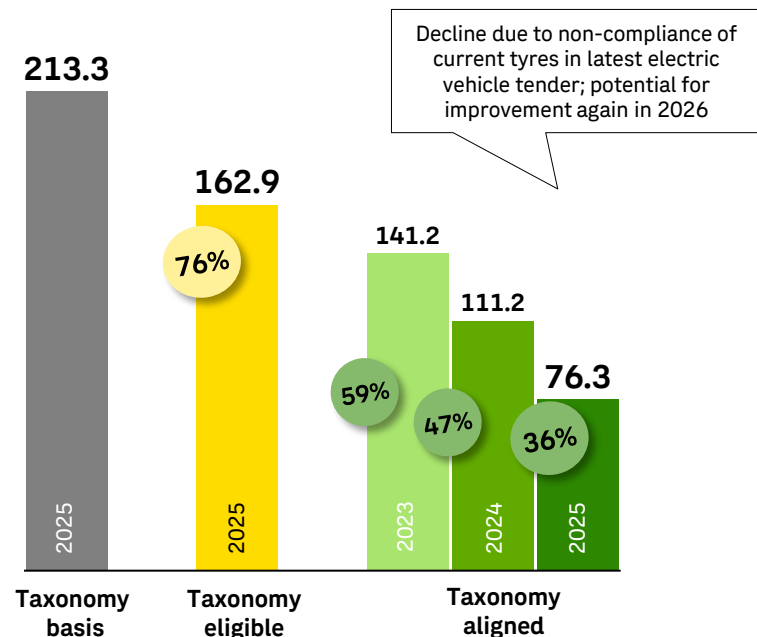
KEY FIGURES IN ACCORDANCE WITH THE EU TAXONOMY REGULATION



Revenue EUR m



CapEX EUR m



● Eligibility (%)
● Alignment (%)



1. Overview and Highlights
2. Trends in our 4 strategic dimensions
 - 1 Post & beyond in Austria
 - 2 International E-commerce
 - 3 One Group – operationally excellent
 - Sustainability, Customer & Culture

3. Group Results 2025

4. Outlook 2026

FINANCIAL OVERVIEW 2025



Revenue
EUR 3.0bn

-2.6% vs. 2024

2024 impacted by positive special effects (elections)

+11.0% vs. 2023

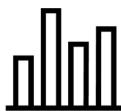


EBIT
EUR 197m

-5.0% vs. 2024

2024 impacted by positive special effects (elections, FX effect)

+3.5% vs. 2023



Balance sheet
EUR 6.6bn

Solid balance sheet structure with low debt
(Financial debt to EBITDA_{12m} of 0.2x)

Logistics equity ratio of 30%



Cashflow
EUR 280m

Operating free cash flow higher than in recent years

KEY INCOME STATEMENT INDICATORS



EUR m	2023	2024	2025	Δ 24/25	Q4 2023	Q4 2024	Q4 2025	
Revenue	2,740.8	3,123.1	3,043.3	-2.6%	771.5	885.5	831.0	Mail: -6.8% Parcel & Logistics: +0.4% (+1.2% excl. reporting change) Retail & Bank: -8.8% (-2 working days vs. 2024)
Other operating income	100.3	104.1	119.7	15.0%	23.4	28.2	32.4	
Raw materials, consumables and services used	-832.4	-920.6	-907.5	1.4%	-235.4	-276.6	-258.5	
Expenses for financial services	-21.6	-51.4	-38.8	24.5%	-9.7	-14.8	-8.2	Wage increases mandated by collective agreements in Austria: - +6.45% as of 1/1/2025 - +2.80% as of 1/7/2025
Staff costs	-1,215.4	-1,405.5	-1,391.1	1.0%	-328.7	-379.4	-362.9	
Other operating costs	-387.4	-437.2	-421.4	3.6%	-112.9	-126.1	-117.1	Cost discipline in all areas
At equity consolidation	2.1	3.1	4.4	39.8%	0.6	0.0	1.4	
Net monetary gain	5.1	7.1	4.7	-33.8%	0.3	1.0	0.2	
EBITDA	391.6	422.7	413.3	-2.2%	109.1	117.9	118.2	
<i>EBITDA margin</i>	<i>14.3%</i>	<i>13.5%</i>	<i>13.6%</i>	-	<i>14.1%</i>	<i>13.3%</i>	<i>14.2%</i>	
Depreciation, amortisation and impairment	-201.3	-215.5	-216.4	-0.4%	-49.7	-55.3	-56.4	
EBIT	190.2	207.3	196.9	-5.0%	59.5	62.5	61.8	Prior-year results positively affected by major elections and currency effects
<i>EBIT margin</i>	<i>6.9%</i>	<i>6.6%</i>	<i>6.5%</i>	-	<i>7.7%</i>	<i>7.1%</i>	<i>7.4%</i>	
Financial result	-3.0	-10.5	-15.9	-51.1%	0.5	-7.9	-9.7	Decline due to lower interest income
Income tax	-48.5	-50.8	-47.0	7.5%	-12.0	-14.8	-15.4	
Profit for the period	138.7	145.9	134.0	-8.1%	47.9	39.8	36.7	Earnings per share reduced from EUR 2.04 to EUR 1.96
Earnings per share (EUR)	1.96	2.04	1.96	-4.1%	0.66	0.56	0.55	



MAIL DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	2023	2024	2025	Δ 24/25	Q4 2023	Q4 2024	Q4 2025	
Revenue	1,190.4	1,239.8	1,155.2	-6.8%	323.8	328.8	308.2	Revenue decline of 6.8% from 2024; -3.0% vs. 2023
• Letter Mail & Business Solutions	750.4	772.6	716.6	-7.2%	199.8	198.0	184.5	Positive special effects in the previous year (election impact of about EUR 40m)
• Direct Mail	310.2	326.4	305.0	-6.6%	86.2	90.5	84.7	
• Media Post	129.9	140.8	133.6	-5.2%	37.8	40.3	39.0	
Revenue intra-Group	4.7	5.4	5.5	0.9%	1.2	1.8	1.7	
Total revenue	1,195.2	1,245.3	1,160.7	-6.8%	325.0	330.7	310.0	
EBIT	152.3	159.1	129.7	-18.5%	50.2	43.9	39.0	Profitability decreased due to strong volume decline
<i>EBIT margin¹</i>	<i>12.7%</i>	<i>12.8%</i>	<i>11.2%</i>	-	<i>15.5%</i>	<i>13.3%</i>	<i>12.6%</i>	

¹ EBIT margin in relation to total revenue



PARCEL & LOGISTICS DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	2023	2024	2025	Δ 24/25	Q4 2023	Q4 2024	Q4 2025	
Revenue	1,416.5	1,712.5	1,719.9	0.4%	407.4	511.1	484.8	Revenue increase of 0.4% or +1.2% before the reporting change for Logistics Solutions (about EUR 14m attributed to Logistics Solutions in 2024, now recognised as intra-Group revenue)
• Parcel Austria	806.4	928.7	982.6	5.8%	240.8	272.5	292.2	
• Parcel Türkiye+	355.1	516.7	485.9	-6.0%	95.3	171.5	122.3	
• Parcel CEE/SEE	198.1	213.6	211.6	-0.9%	58.1	55.5	59.6	
• Logistics Solutions	65.8	67.6	54.7	-19.0%	16.4	16.2	14.3	
• Consolidation	-8.9	-14.0	-14.9	-6.5%	-3.3	-4.5	-3.6	Türkiye -6.0% after positive currency effect in 2024; capacity reduction in Q4 2025 due to IT infrastructure incident
Revenue intra-Group	0.7	3.1	18.0	>100%	0.1	2.5	4.6	
Total revenue	1,417.2	1,715.6	1,737.9	1.3%	407.5	513.7	489.4	
EBIT	89.5	103.3	81.5	-21.1%	28.8	38.6	34.0	EBIT shows reduced profitability in Türkiye and in CEE/SEE
<i>EBIT margin¹</i>	<i>6.3%</i>	<i>6.0%</i>	<i>4.7%</i>	-	<i>7.1%</i>	<i>7.5%</i>	<i>6.9%</i>	

¹ EBIT margin in relation to total revenue



RETAIL & BANK DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	2023	2024	2025	Δ 24/25	Q4 2023	Q4 2024	Q4 2025	
Revenue	168.6	201.5	183.8	-8.8%	50.0	55.5	44.3	Revenue -8.8% vs. 2024 but +9.0% vs. 2023
• Income from Financial Services	128.0	158.9	143.3	-9.8%	38.5	43.6	35.8	Including approx. EUR 20m in revenue from the previous telecom partner
• Branch Services	40.6	42.7	40.5	-5.0%	11.5	11.9	8.5	
Revenue intra-Group	192.3	207.0	207.0	0.0%	51.6	55.4	55.0	Earnings improvement due to a positive contribution of bank99 and branch network optimisation measures
Total revenue	360.9	408.6	390.8	-4.4%	101.6	110.9	99.3	
EBIT	-13.7	-11.8	6.9	>100%	-8.1	-4.4	-2.2	
<i>EBIT margin¹</i>	-	-	<i>1.8%</i>	-	-	-	-	

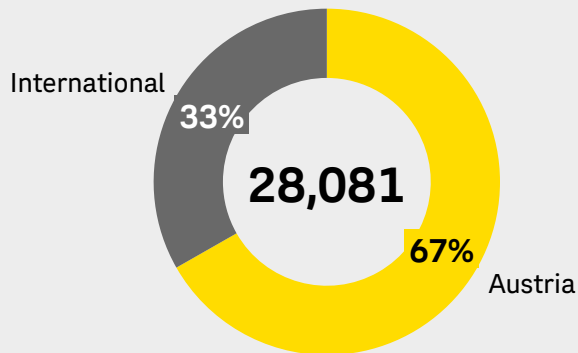
¹ EBIT margin in relation to total revenue

EMPLOYEES OF AUSTRIAN POST



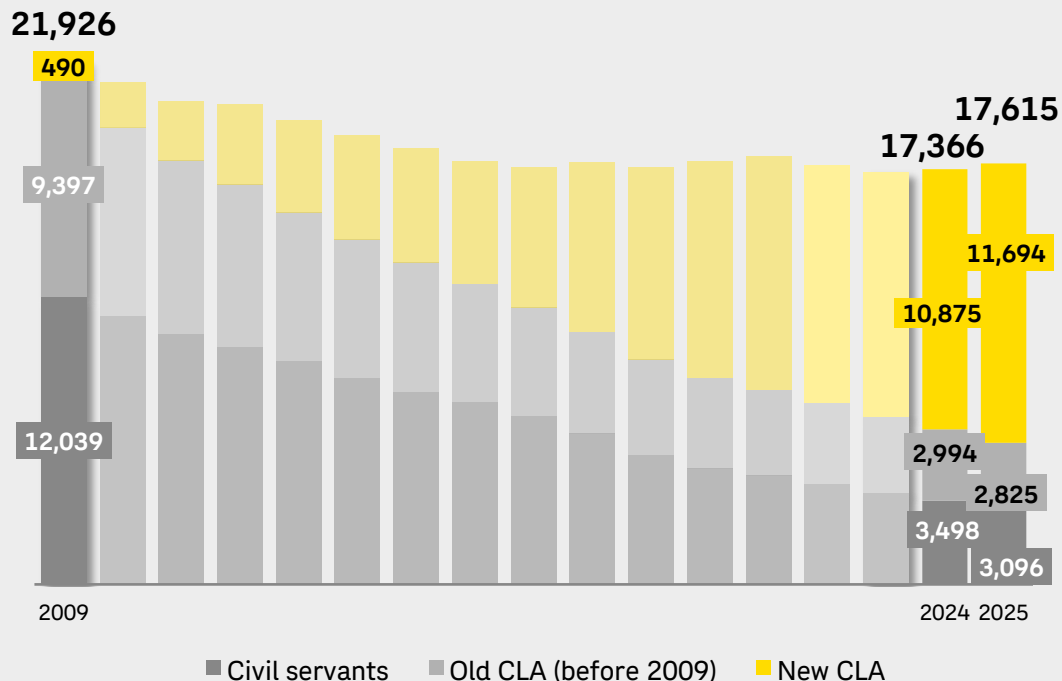
Group employees

Full-time equivalents (average for the period)



Structural change in the Austrian core business

Full-time equivalents (average for the period)

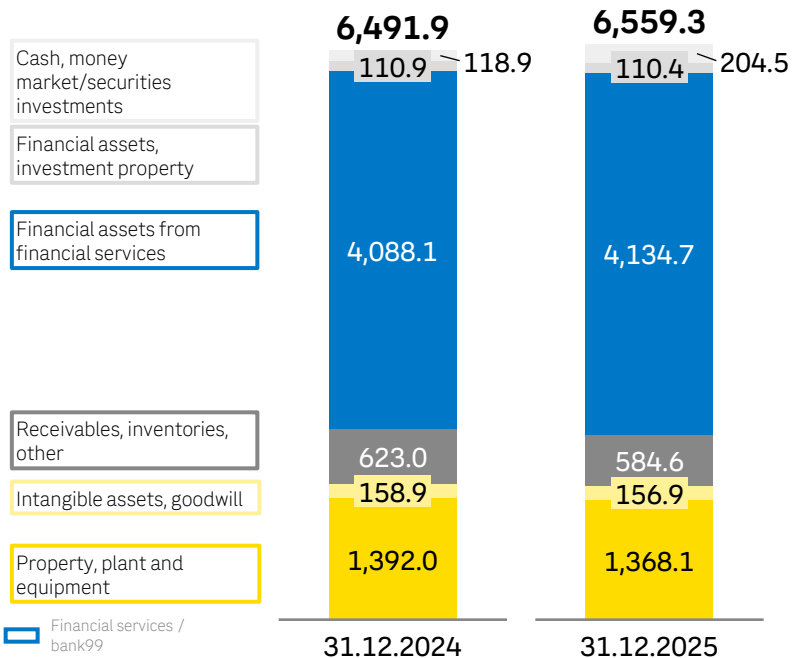


SOLID BALANCE SHEET AND FINANCING STRUCTURE



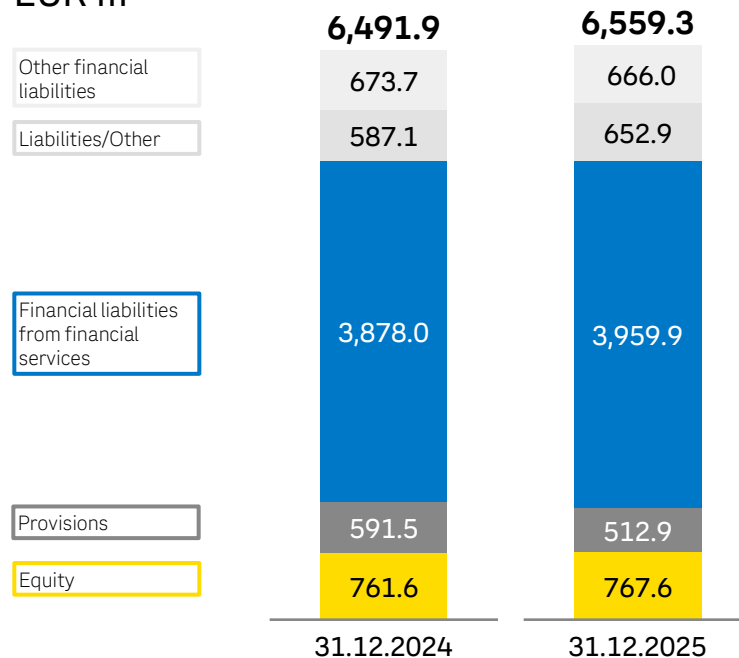
ASSETS

EUR m



EQUITY & LIABILITIES

EUR m

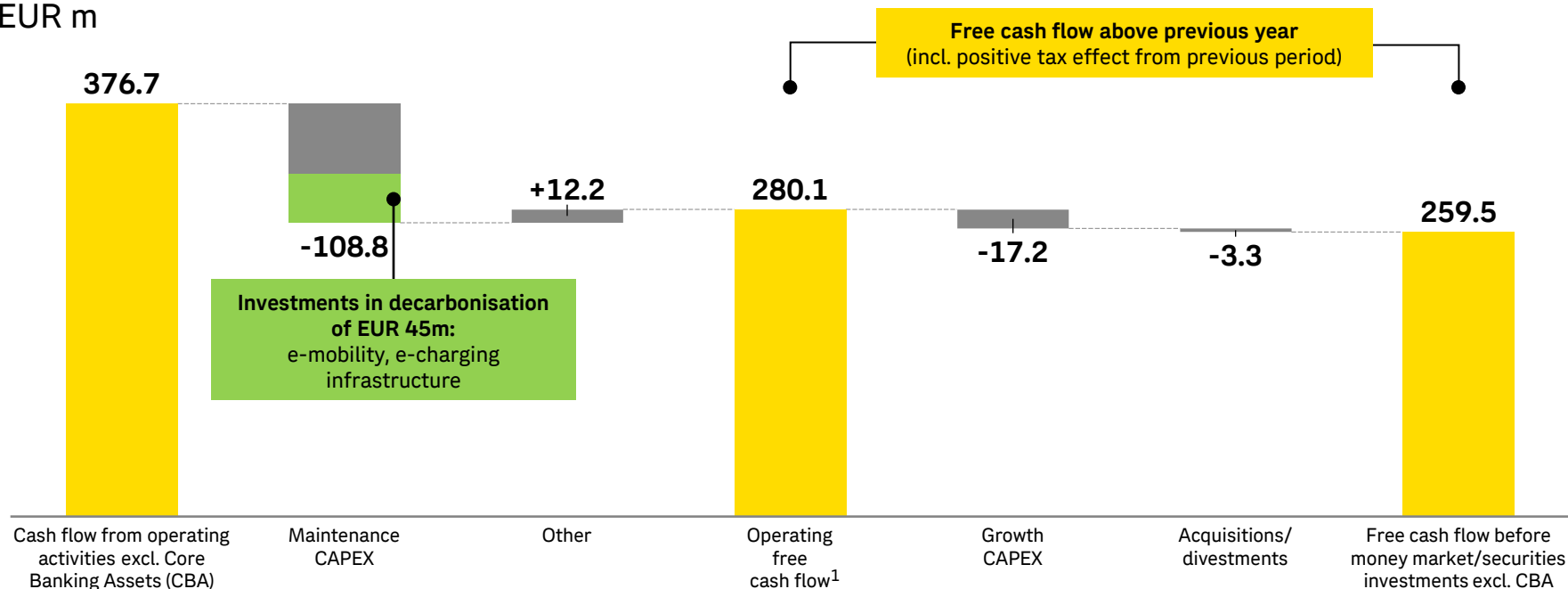


Financial debt	EUR 94.5m
Financial debt incl. IFRS 16	EUR 461.5m
Financial debt/EBITDA _{12m}	0.2x
Financial debt incl. IFRS 16/EBITDA _{12m}	1.1x

2025 OPERATING FREE CASHFLOW OF EUR 280 MILLION



EUR m



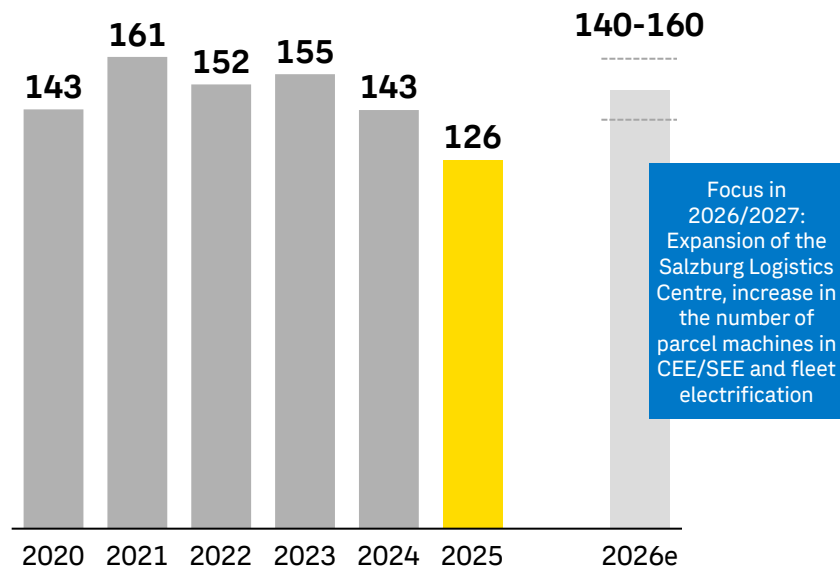
FY 2024	359.3	-121.2	+15.8	253.9	-21.9	-3.1	228.8
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¹Free cash flow before acquisitions/securities/money market investments, growth CAPEX and core banking assets (CBA)

AUSTRIAN POST GROUP'S INVESTMENT PROGRAMME

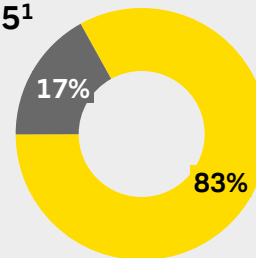


CAPEX in property, plant and equipment in a multi-year comparison
EUR m

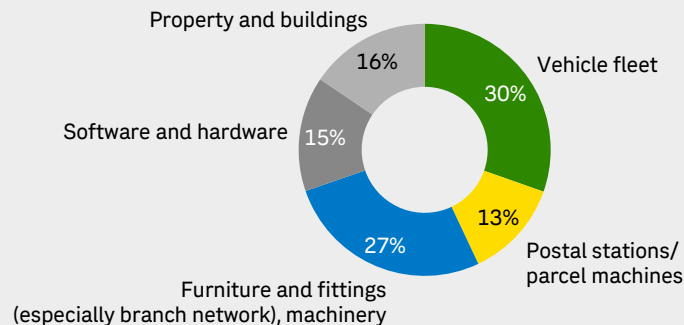


Investment split 2025¹

International



Austria



¹ Core investments excl. IFRS 16



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OUTLOOK FOR 2026



Market environment



- Mail: Volume decline due to ongoing digitalisation trend among private and public sector customers
- Parcel: Volume increase against the backdrop of intense competition, uncertainties related to regulatory restrictions on international trade flows

Revenue



- Slight revenue increase predicted in 2026 on the basis of current economic forecasts

Segment Reporting up to 31/12/2025

Mail

Volume and revenue decline expected for letter mail items

Parcel & Logistics

Volume and revenue growth planned in all regions

Retail & Bank

Reclassification of Branch Services revenue

Segment Reporting as of 1/1/2026

→ **Mail, Retail & Services**

Revenue decline in the lower single digit range
New: Branch Services revenue of about EUR 35m including development of own mobile phone brand YELLOW

→ **E-Commerce & Logistics**

Revenue in the upper single digit range, including new subsidiaries in Bulgaria and Hungary

→ **Bank**

Revenue from Financial Services at the same level as the previous year

OUTLOOK FOR 2026



Investments



- CAPEX 2026: EUR 140m–160m; priorities in 2026 und 2027: Expansion and modernisation of the Salzburg Logistics Centre, increase in the number of parcel machines in CEE/SEE as well as the further electrification of the vehicle fleet

Earnings



- Broadly stable earnings development in the order of magnitude of previous years is targeted for 2026 (depending on the TRY/EUR exchange rate)
- Expected seasonal revenue and earnings development featuring a weaker H1 and stronger H2
- Q1 2026 particularly affected by:
 - shift from the previous telecommunications cooperation to the own mobile brand YELLOW
 - challenging market environment in CEE/SEE
 - regulatory-driven reduction of Asian parcel volumes in Türkiye

Dividend



- A dividend of EUR 1.83 per share for the financial year 2025 was approved by the Annual General Meeting on 15 April 2026
- Distribution of at least 75% of Group net profit to shareholders will continue

EUR 4BN IN REVENUE TARGETED FOR 2030

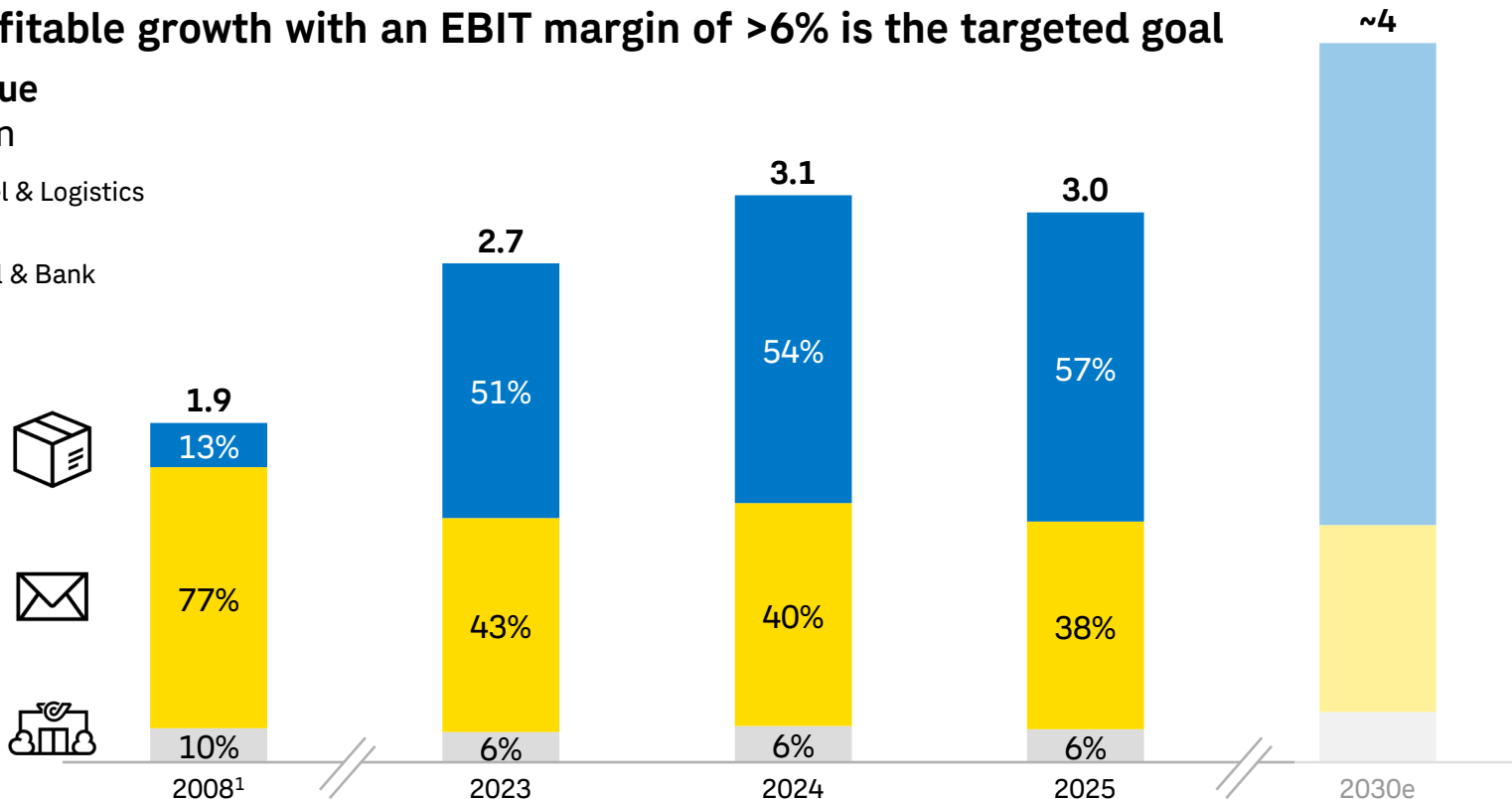


A profitable growth with an EBIT margin of >6% is the targeted goal

Revenue

EUR bn

- Parcel & Logistics
- Mail
- Retail & Bank



¹ Adjusted presentation – excl. trans-o-flex

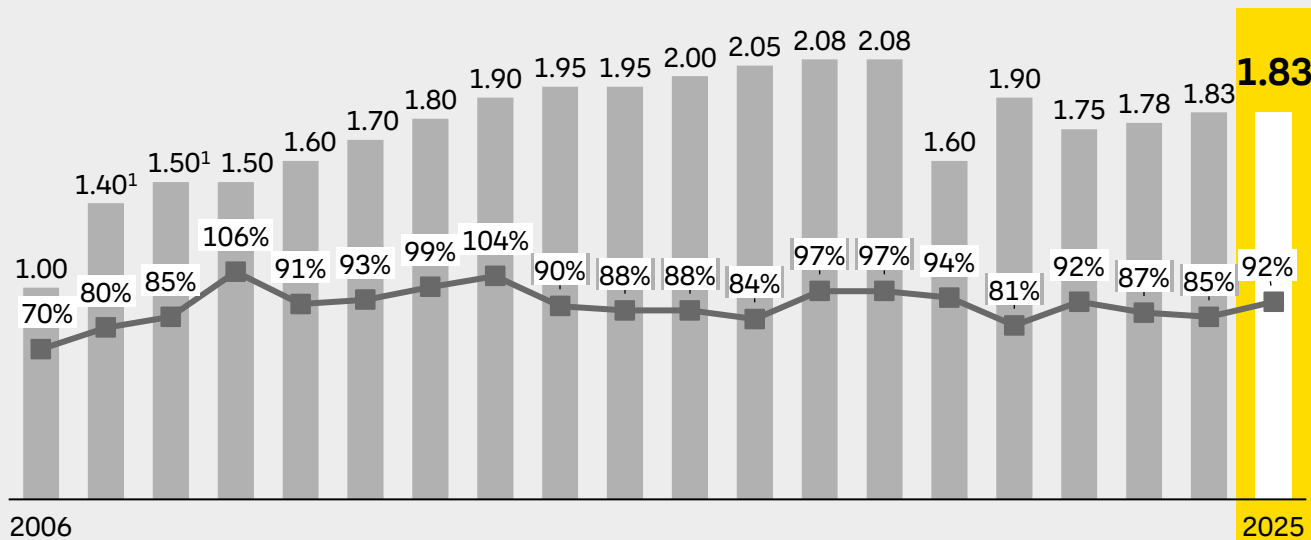
DIVIDEND POLICY



Continuation of consistent and predictable dividend policy

Dividends since IPO

- Dividend in EUR
- Payout ratio



Reliable dividend policy
Distribution of at least 75% of Group net profit



¹ Excl. EUR 1.00 special dividend

CONTACT



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Financial calendar 2026

24/29 April 2026

08 May 2026

07 August 2026

12 November 2026

Ex-day/Dividend payment day

Interim Report Q1 2026

Half-Year Financial Report 2026

Interim Report Q1-3 2026

Disclaimer

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